C2.700-1 5/19/82

Automotive News

May 10, 1982

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57th year—$40 per year, $1.00 per copy

Restructuring continues at Harvester

By Edward Lapham
Financial Editor

International Harvester Co. last week continued its reorganization and restructuring by shaking up top management in a move to restore supplier-lender confidence in the beleagured Chicago-based manufacturer.

The company also announced last week that its UAW-represented employes had overwhelmingly approved a new contract which will save IH an estimated $200 million in labor costs over the next 29 months.

The UAW vote was announced shortly after IH said Chairman Archie McCardell had resigned at a special board of directors meeting and had been replaced as chairman by Louis W. Menk, IH board member and retired chairman and chief executive officer of Burlington Northern, Inc.

Menk one week earlier had been named chairman of the new Finance Committee, which will oversee the financial restructuring. He was replaced as chairman of that committee by William G. Karnes, who was also elected to the IH board.

Karnes, former chairman of Beatrice Foods Co., also has served on the boards of Continental Illinois National Bank and Trust Co. of Chicago, Borg-Warner Corp. and Stone Container Corp.

IH, which lost $390 million in fiscal 1981, another $300 million in first quarter ended Jan. 31 and is expected to report a $500-million loss for the second quarter which ended April 30, may be forced to seek further concessions from its suppliers and lenders if the economy does not improve and its financial condition continues to flounder.

• Menk and Karnes, with their close business ties to Chicago banks and other "Chicago old-boy network" companies, are generally thought to be in a better position to manage the restructuring.

Donald D. Lennox was elected president of IH at the same meeting. Lennox, part of the management team McCardell put together after coming to IH from Xerox Corp., had been an IH executive vice president and president of the Manufacturing Group. Lennox, also a former Xerox and food executive, fits in better than most of McCardell's team.

The management shakeup was made to try to re-instill confidence in suppliers and lenders who had lost confidence in McCardell and his "overly-opti-

Continued on Page 99, Col. 1

It's a Jalpa

New sizzler from Lamborghini

Lamborghini Jalpa P-350 represents state of the art in ultimate Italian GTs. The car mates Lamborghini's dual overhead-cam 4-liter V-8 with a five-speed transmission. The Jalpa is expected to be marketed in the U. S. late this year as an '83 model at a price of about $60,000.

Will invite unions, governments, manufacturers

IMF seeking world auto summit

By Marjorie Sorge
Labor Editor

TOKYO. — The International Metalworkers' Federation thinks three heads are better than one.

In a three-day meeting here designed to promote further worldwide union solidarity, the IMF called for a tripartite world auto summit that would bring together the unions, governments and auto companies. Attending the Tokyo meeting were about 150 representatives of unions in 23 nations. They represent about four million automobile workers throughout the world.

Herman Rebhan, general secretary of the IMF, will contact all auto company presidents in the U. S., Japan and Europe and invite them to participate in the tripartite meeting.

The current slump in the automotive industry has been worldwide, and the IMF believes communal thinking could help solve some of the problems.

"We are not looking for world negotiations nor for world planning of the automobile industry," the IMF said. "But we are anxious to see an automobile industry that is viable in terms of jobs, wages and economic health making its way into the 21st century."

Representatives attending the meeting also agreed to continue to press for increased union participation in management decisions and job security; to encourage companies to invest in countries to which they export vehicles; to reduce the unequal labor costs and long working hours in some countries, and to step up organizing efforts in developing countries.

One major concern lately, especially in the U. S., has been lack of Japanese investment in the countries to which Japan exports. UAW President Douglas A. Fraser has made numerous demands that the Japanese auto companies invest in the U. S. by either joint ventures with U. S. companies or, preferably, by building their own plants in the U. S.

Nissan and Honda are building assembly plants in the U. S., and Toyota is talking with General Motors about a possible joint venture. But Fraser said

Continued on Page 98, Col. 4

DEAC to aim clout at factory-dealer problems—Mullane

By John A. Russell
New York Staff Writer

NEW YORK. — The NADA Dealer Election Action Committee is going to bring its political clout to bear on factory-dealer problems as well as industry problems, according to Ed Mullane, treasurer and a trustee of the DEAC.

Mullane dropped that bombshell while addressing the convention of the North Carolina Automobile Dealers Assn. at Hilton Head Island, S. C.

He said that through DEAC "we've saved millions for the manufacturer. Isn't it time we stopped helping him until he starts helping us?"

Mullane also is president of the Ford Dealers Alliance and has long been a crusader for dealers' rights. In his speech, he called on all dealer organizations in the nation to unite to bring pressure on the factories and increase dealers' influence on factory decisions.

Mullane told AUTOMOTIVE NEWS that DEAC's role has been to raise funds for a lobbying effort that has aided the manufacturers. He said the manufacturers have not been able to do the same job because they lack credibility in Washington.

The message, he said, is that either the manufacturers start negotiating in good faith with the dealers or the dealers will stop lobbying for the manufacturers' interests.

He also said that the DEAC could bring its lobbying efforts to bear on such things as national franchise legislation.

In his speech, he said that the letter advising Ford Motor Co. dealers of this posture has the support of William E. Hancock Jr., chairman of DEAC.

• Mullane outlined his criticisms of the factory dealer councils and NADA's Relations Committee which, he said, have not been serving dealer interests effectively.

He said that "as long as the manufacturer retains the right to make the final decision unilaterally, the structure of the dealer council is designed to prevent change and stifle dissent."

He added that dealer councils have no funds, lawyers or staffs with which to operate.

As for the Industrial Relations Committee, he said "they do not take a militant enough posture to get anything done. In fact, they take a back seat to the dealer councils."

"It is my belief that Detroit has failed the dealer body," Mullane said. "They talk about pent-up demand, 60-day inventories, and the spring upturn just around the corner. We haven't had a spring upturn in three years.

"Our automotive companies have been captured by the financial men, the MBAs and the lawyers. Ford and General Motors lack creative marketing depth, and we are in deep trouble."

He said that American auto dealers have a combined $140 billion in annual sales yet they have no voice in their own destinies.

The UAW has bargaining power with the factories, he said, and the new contracts with Ford and GM will give the UAW access to the decision-making process.

He asked why dealers shouldn't have the same rights as the unions since the dealers are just as important to the success of the companies.

He added that the dealers may be more important "because the factories' success depends on us as much as ours on theirs." In fact, he said, "any

Continued on Page 98, Col. 5

breaking news

GM says 'go' to Pontiac P-car

DETROIT. — General Motors' Executive Committee last week gave final approval to Pontiac's sporty P-car model, a mid-engined two-seater that will bow in the fall of '83 as an '84 model. Development cost is pegged at slightly over $250 million, a bargain when compared with J and X-car costs. Powertrain will be Pontiac's 2.5-liter four (with TBI) mated to a standard four-speed manual or optional three-speed automatic.

With plastic body, P-car weight will be about 2,200 pounds. Insiders say 0-60 MPH times of under eight seconds and highway economy figures of 40 MPG are obtainable. Target price is just under $10,000. The I-car (a name has not yet been chosen) will be a Pontiac exclusive, at least during its first year. It will be built at the old Pontiac home plant with a first-year run of about 100,000 units.

V-6 being fitted to J-car

DETROIT.—General Motors engineers are working on installation of a V-6 in the J-car. It is believed the engine option will be offered in the 1985 model year. The V-6 will be transversely mounted.

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Production pact with Seat expected

VW closer to accord with Spanish maker

By Richard Feast
European Editor

MADRID. — Volkswagen has moved one step nearer to Seat, Spain's state-run auto maker, as discussions have progressed from an exploratory basis to a formal one.

A final agreement is not expected for one or two months, but talks are believed to be concentrating on the production in Spain of the baby Polo/Derby range and the mid-range Passat/Santana.

Volumes being discussed involve up to 130,000 units annually, many of which would be sold in Europe through the Volkswagen dealer network.

Seat has been looking for a commercial partner since the withdrawal of its Italian partner, Fiat, two years ago. Talks concentrated on two Japanese companies, Toyota and Nissan, and two European firms.

Volkswagen is without a significant presence in the Spanish market, the fifth largest in Europe after West Germany, France, Italy and the UK. It cannot achieve large sales volumes until it has some manufacturing operations in the country.

Last year, for instance, VW sold fewer than 3,000 units in a market that amounted to 506,000.

In the longer term, however, Spain's scheduled membership in the European Common Market — 1984 is the earliest likely date — will give auto makers a launch platform for the rest of Europe.

• The Spanish market was down 11.5 percent last year, but it is widely considered to offer the greatest growth potential in Europe.

Rivals like Renault, Ford and Peugeot S.A. have whittled away at Seat's traditional dominance of the market and will be joined this year by General Motors, which will begin producing its Opel-designed Corsa (S-car) in the fall.

Seat needs a car in the Santana/Passat class to replace the 132 model it used to build under license from Fiat. The sector is worth 60,000 units a year in the domestic market, and Seat dealers have nothing to offer in its place since production was rationalized and the 132 was axed.

At present Seat builds four Fiat-based designs — the baby Panda (which is also exported through the Fiat network in Europe), Fura (a 127 hatchback), Ritmo/Strada and Mirafiori.

Licenses to build those models expire in the mid-'80s, and since the withdrawal of Fiat as a partner, Seat has been searching for a replacement collaborator.

As an interim measure, it has commissioned a modified Ritmo, known until now as the Seat 22. When it debuts later this month, it will be called the Ronda.

But the domestic market cannot absorb planned Ronda production, and the Spanish company plans to export the model beginning next year.

In addition, Seat plans to introduce in about a year, the model it currently knows as Seat 1. This is effectively a replacement for the Fura and will feature Giugiaro styling and an exclusive, Porsche-designed engine.

Last year, Seat produced just under 205,000 units. Current plans call for 1982 production of around 320,000 — compared with a record of nearly 370,000 and a theoretical capacity of 400,000.

Part of Seat's short-term revival is based on the success of the revised 127/Fura. The model has become the number one seller in Spain, topping the Renault 5 and the Ford Fiesta.

New life for the Cheetah

Lamborghini has developed an updated version of its Cheetah, first shown five years ago. It uses a new Lamborghini 5-liter engine and 5-speed transmission. Called LM A or LM-002, the car has drawn keen interest from Middle East countries. Lamborghini is testing an aluminum V-12 turbocharged diesel in the vehicle, which would offer the advantage of using the same fuel as other military vehicles.

Other Rabbits, pickup, Jetta also reduced

Best-selling VW Rabbit cut $625

TROY, Mich. — Volkswagen has reduced prices $625 on its most popular domestic model— the Rabbit L — and has cut stickers $205 to $385 on other Rabbits, the U. S.-built pickup truck and imported Jetta sedans.

The reductions will be in effect through the end of the 1982 model year.

Dealers will be reimbursed for the difference between the old and new wholesale prices on models in inventory. The dealer discount also has been cut by an average of one percentage point on the models involved in the price reduction.

There is no change in the prices of the imported VW Quantum, Scirocco, Rabbit convertible and Vanagon models. Also unchanged are the Rabbit S, a five-speed two-door hatchback, and the Sportruck, the most expensive model in the pickup line.

Prices of optional equipment and diesel engines also are not changed.

The Rabbit L models, which received the $625 price cut, accounts for about two-thirds of Rabbit sales in the U. S. New stickers are $5,990 for the two-door hatchback and $6,200 for the four-door hatchback.

The base Rabbit two-door hatchback is down $300 and is now priced at $5,690.

The Rabbit LS models are down $275 and now are $6,790 for the two-door and $7,000 for the four-door. Jetta prices were cut $385 to $7,990 for the two-door sedan and $8,210 for the four-door.

The base pickup truck now is $6,450, down $325, and the LX pickup is $6,990, down $205.

In announcing the price reductions, James W. McLernon, Volkswagen of America president, said ". . . we believe that market conditions call for bold actions on the part of the business community to renew confidence in the U. S. auto industry."

VW's sales slump undoubtedly played a part in the action, too. For the first four months of this year, Rabbit sales totaled 32,012, down 45.1 percent from 58,300 in the same period of 1981.

McLernon referred to the recent $350 rebate on Rabbits and pickups and said, "We were never convinced that a rebate program was the best response to current market and economic climates.

"We want to demonstrate to customers that we're serious about doing something long-term to renew customer confidence and assist dealers who have been devastated by high interest rates.

"So instead of just offering temporary rebates which have a tendency to confuse the public, we've cut prices on our most popular vehicle and will maintain these lower prices until the beginning of the 1983 model year."

VWoA in black for '81 on Porsche-Audi gains

TROY, Mich.—Volkswagen of America operations generated a profit of 1.5 million D-marks last year, roughly $600,000, on sales of about $3.3 billion, according to figures released by Volkswagenwerk AG in Wolfsburg and confirmed by VWoA here. In 1981, VWoA lost about $38 million on sales of $2.5 billion.

The improved results were largely due to increased sales of big-ticket imported German-built vehicles and a favorable exchange rate.

Last year, sales of Audi cars, imported and marketed by VWoA, were up 19.6 percent over 1980, and Porsche sales rose 7.2 percent. Sales of U. S.-built Rabbits were down 8.3 percent while sales of imported VW vehicles fell 9.7 percent.

Financial results for the first quarter of this year were not available, but U. S.-built Rabbit sales were off 49.8 percent in the January-March period. In the same span, sales of imported VW models declined 20.2 percent. Audi sales fell 9.1 percent in the first quarter while Porsche sales rose 9.9 percent. Sales of the U. S.-built VW pickup trucks were down 54.1 percent.

Dean joins bank board

WATERBURY, Conn. — John C. Dean, former chairman of Ford Motor Credit Co., has been elected to the board of the Colonial Bank here.

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57th year — No. 4914

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

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Beauties and the beast

Sands Chevrolet, Glendale, Ariz., is trying a more forceful approach to selling with this beat-up buzzard billboard sign. Reluctant consumers may prefer to have the Buzzard calling on their daughters rather than themselves.

Sales famine continues; April total down 11 pct.

By Jenny L. King
Staff Writer

April new-car sales had even the most optimistic forecasters scratching their heads as the wait for a general buying spree continues. The domestic industry dropped 6.60 percent from 1981, imports were down 21.86 percent and the grand total for April wasn't at all grand: Down 11.01 percent.

Total sales for the month were 668,463, compared with 751,175 in 1981. The five major U. S. auto makers combined forces to retail 498,630 new units, down 6.60 percent from 533,841, and lowest for the month since 1961, when 460,139 was the sum. Import sales in April totaled 169,833, down 21.86 percent from 217,334.

The imports' market share slipped to 25.41 percent from 28.93 percent last year.

Year-to-date total for the entire U. S. market was 2,611,595, down 16.42 percent from 3,124,844 last year. For the domestic industry, year-to-date sales numbered 1,899,320, down 16.21 percent from 2,266,633 in 1981. The import total through April 30 was 712,275, down 17.00 percent from 858,211.

All five of the major U. S. auto makers reported sales declines for the month. General Motors nearly matched its year-ago level while American Motors was farthest away with a 42.15-percent dive.

GM dealers retailed 307,531 units during the month, down 0.69 percent from 309,666 last year. Ford Motor Co. was down 8.07 percent, to 113,815 from 123,807. Chrysler Corp. dropped 17.74 percent, to 59,101 from 71,843.

Volkswagen of America sales in April totaled 9,787, down 30.15 percent from 14,011, and AMC plunged 42.15 percent, to 8,396 from 14,514.

• GM earned 61.88 percent of the domestic market, up from 58.01 percent a year ago. Ford dipped to 22.83 percent from 23.19 percent. Chrysler sales accounted for 11.85 percent, down from 13.46 percent. VWoA had 1.96 percent, down from 2.62 percent, and AMC had 1.68 percent, down from 2.72 percent.

Only three of the 14 U. S. makes reported sales gains in April. Chrysler was up 73.66 percent, Lincoln was up 51.03 percent and Oldsmobile was up 3.71 percent.

The domestic daily selling rate for the month was 19,178, down 6.60 percent from 20,532 for April of 1981. There were 26 selling days each year.

Third-period domestic sales

Continued on Page 99, Col. 3

From California air board, Center for Auto Safety

Smog decree gets strong support

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Relaxation of the 10-year-old "smog conspiracy" consent decree — proposed by the Reagan Administration and the domestic auto industry — has been opposed heatedly by the California Air Resources Board and the Center for Auto Safety in filings at the Justice Department's Antitrust Division.

After some years of government insistence on restrictions on meetings, joint statements and exchange of information by auto makers on emission-control systems, the Reagan Administration and its antitrust chief, William Baxter, almost succeeded in getting California Judge Jesse Curtis to relax key provisions of the consent decree.

But the Center for Auto Safety (CAS) garnered a stay at least long enough to file comments. It hopes to prevail on the court to retain the original decree that settled charges that the four domestic firms and their trade association delayed installing emission control devices on California cars in the 1950s.

CAS won its right to comment on a court action it did not know had taken place by claiming privilege under the Antitrust Procedures and Penalties Act.

CAS Director Clarence Ditlow III said the government's about-face on the decree indicates political considerations were involved. Until mid-1981, he said, the Antitrust Division "vigorously advocated" extending the two key provisions that were about to expire — the ones the Antitrust Division now wants to drop.

The government argued in 1979 they were still needed to preserve competition and to protect public health.

• Now the Reagan Administration says the decree's job has been done and many features of the decree are anticompetitive, given the decline of the industry.

But, according to CAS, the economic decline and loss of competitiveness started earlier. CAS claimed the decree has been effective in preserving competition and is still crucial to resolving serious public health problems.

The proposed changes, the California Air Resources Board (CARB) declared, threaten its ability to enforce controls on vehicles within the state. This affects the health of its citizens and its economy by degrading such industries as farming, forestry and tourism, CARB said.

If California cannot control vehicular emissions, then tighter controls must be placed on industrial smokestacks, CARB argued.

California said it does not know where the U. S. government got its belief that there has been an "erosion of support" for the consent decree from the agencies. The state said it has given "unwavering support" to an unchanged decree.

The U. S. government apparently believes that since fuel economy and emission control are related, an improvement in one always means an improvement in the other, CARB said.

But this is not true for heavier vehicles and diesel engines which are using more primitive controls, it said. Therefore, there is no market pressure for emissions improvement in these vehicles, according to CARB.

• Much of CARB's argument rests on the unsaleability of air pollution controls (unlike fuel economy) and the makers' unwillingness to make changes unless they save money or stimulate sales.

"Consequently, the stick of legal force has had to replace the carrot of corporate profits," CARB said.

Despite an industry position of "can't do," CARB said its separate meetings with firms and the availability of confidential data sometimes show what is in fact technically possible.

CARB staff now is working on a diesel particulates standard. If the makers are allowed to submit only joint statements on the proposed standard, CARB said it fears the only data it will receive will be "unduly pessimistic" and result in an "unnecessarily conservative standard."

Eventually, CARB warned, it may question the sincerity of industrywide positions and stop granting delays.

Easing patent right protections might discourage third parties from emission-control R&D, CARB said. This would be especially detrimental in control of diesel emissions of NOx and particulates, where work is being done by outside suppliers, CARB said.

These suppliers would be hurt by an agreement among defendants to acquire patent rights if they are available to other defendants on a most-favored purchaser basis, CARB said.

• CAS took issue with the Justice Department argument that the consent decree hinders the small domestic makers from making advances in emission control technology because of its cost and their limited resources.

Ditlow claimed this is "blatantly wrong," since companies even smaller have made the greatest advances. He cited Volvo, with its Lambda-sond system, Honda with its stratified-charge engine which he said the U. S. companies rejected in the '50s, Toyo Kogyo for its 1980 Mazda RX-7 rotary engine which he said met U. S. standards without a catalyst and Mercedes-Benz, which has been innovative in safety (air bags) and in emission control, especially with diesels.

Ditlow also quarrelled with the Justice Department finding that smaller firms spend proportionately more of their technical and R&D resources to meet regulations and thus have less to use for product development. He cited a NHTSA study reaching just the opposite conclusion.

Ford supervisor selected for Sloan fellowship

DEARBORN. — Martha E. Wallace, a supervisor in Ford Motor Co.'s Body and Assembly Operations, has been selected as an Alfred P. Sloan Fellow.

She is one of 57 persons from throughout the world chosen for this fellowship. Eight of those selected are women.

Martha E. Wallace

She will participate in a 12-month course of study leading to a master of science degree in management at MIT's Alfred P. Sloan School of Management.

The Sloan Fellows Program, started in 1931, was initiated by the late Alfred P. Sloan, Jr. former chairman of General Motors, and the late Professor Erwin Schell, of MIT. There now are more than 1,400 alumni and alumnae of the program.

Wallace joined Ford in 1977 as a Production Superintendent in the Metal Stamping Division.

Early in 1981, she became supervisor, parts control and scheduling section for the Manufacturing Planning and Material Control Office. She presently is supervisor, parts control and production scheduling section, Material Control and Distribution, Body and Assembly.

Chevrolet deal for Graves

Cecil M. Graves signs his sales and service agreement upon being named the new Chevrolet dealer in Clinton, La. On hand for the occasion were J. W. Croft, left, New Orleans zone manager, and G. J. Mitchamore, assistant zone manager-sales.

Honda agrees not to oppose UAW efforts at Ohio plants

By Marjorie Sorge
Labor Editor

American Honda Motor Co. will remain neutral during UAW organizing efforts at its Marysville (O.) motorcycle and auto plants, according to a joint company-UAW statement.

It also promised to help its associates (workers) understand the need for UAW representation and to withdraw its appeal against National Labor Relations Board unfair labor practice decisions. Honda refers to its workers as associates to further the team concept method of management.

Honda, the first Japanese auto maker to schedule the production of cars in the U. S., was found guilty of two unfair labor practices by the NLRB last year.

It had prohibited workers in the motorcycle plant from wearing UAW hats during UAW organizing campaigns and had refused to bargain with four employes in the company's powerhouse who had voted for UAW representation. No election has been held at the motorcycle plant.

Honda and the UAW reached an agreement on those two issues after the union threatened to begin a nationwide campaign urging Americans to boycott the company's products.

Under the settlement, Honda has agreed to modify the uniform rule, allowing its workers to wear hats with UAW insignias, and to begin negotiating a contract with powerhouse employes.

The company further promised to remain neutral when the UAW begins its organizing campaign at the motorcycle and auto plants. There will be about 2,000 workers at the car plant when it reaches full capacity a year from now and there are about 400 workers in the motorcycle operation. The auto plant is scheduled to begin production this fall.

Although the UAW maintains Honda was not neutral during the first round of organizing, the company said it has always given the workers the freedom of choice on a bargaining representative.

"We believe they will be neutral this time," said one UAW official.

Honda and Nissan Motor Mfg. Co. had both been concerns of the UAW because of what the union termed anti-union campaigns. Neither company has been ready to welcome the union with open arms.

Now, after Honda has agreed to neutrality, Nissan is left alone in its struggle to keep the UAW out. That company is building a new light-truck plant in Smyrna, Tenn., and company officials have already said they do not want the UAW organizing their workers. They are, however, quick to point out that the final decision rests with the workers. That plant comes on stream in the fall of 1983.

Mobility to star as auto engineers meet in Australia

MELBOURNE, Australia.— Five top-flight speakers highlight the program established for the XIX International Congress of FISITA to be held here Nov. 8-12.

FISITA stands for an organization of automotive engineering groups—Federation Internationale des Societes D'Ingenieurs des Techniques de l'Automobile.

Keynoters are: Walter Kirsten, chief executive, BP Oil International; Takashi Ishihara, president, Japanese Automobile Manufacturers Assn.; Umberto Agnelli, vice chairman, Fiat Automoveis and president of the Committee of Common Market Automobile Constructors, Italy; Hans Merkle, president, Robert Bosch, GmBH, and Gerald B. Mitchell, chairman, Dana Corp.

Theme of the congress is Energy and Mobility. It has been organized by the Society of Automotive Engineers, Australasia.

3 Subaru dealerships formed in Arizona

PHOENIX. — Three new Subaru dealerships have opened in Arizona.

They are Sun Subaru, Phoenix, owned by Jay Pinccinati, who combined Subaru with his Sun Pontiac outlet; Lamb Subaru, Prescott, owned by Ted Lamb, and Sierra Vista Subaru, Sierra Vista, owned by Wayne Culiver.

factories list auction dates

Ford Motor Co.

May 12—Clanton's Auto Auction, Darlington, S. C.

May 13—Skyline Auto Exchange, Fairfield, N. J.; Salt Lake City, Utah, and 166 Auto Auction, Springfield, Mo.

May 18—Dallas Auto Auction, Dallas, Tex.; Aptco Auto Auction, Taylor, Mich.

May 19—Concord Auto Auction, Acton, Mass.; Golden Gate Auto Auction, Fremont, Calif., and Lakeland Auto Auction, Lakeland, Fla.

May 20—Nashville Auto Auction, Nashville, Tenn.

May 25 — Harrisonburg Auto Auction, Harrisonburg, Va.; South Seattle Auto Auction, Kent, Wash.

May 26—Central States Auto Auction, Mason City, Ia.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Northway Exchange, Clifton Park, N. Y.

Model breakdown
Auction Averages

	May To Date	April	March
1982	$8,978	$8,891	$9,019
1981	7,109	6,979	6,839
1980	5,479	5,472	5,439
1979	4,812	4,638	4,759
1978	3,805	3,764	3,849
1977	2,979	2,917	2,953
1976	1,929	2,183	2,281
1975	1,535	1,491	1,695
Overall Average	$4,784	$4,710	$4,781

Used car sales
Auction Averages

May to date	$4,784
Month ago	$4,647
Year ago	$4,264

Changes at the top

Harvester restructuring continues

Continued from Page 1

mistic forecasts," AUTOMOTIVE NEWS sources said last week.

IH's financial deterioration was exacerbated by a 5½-month strike in late 1979. McCardell bore the brunt of the anger of UAW members, whether or not he deserved it. As a result, labor relations, a key to the restructuring program, deteriorated.

Even though a new era in IH-UAW relations was widely trumpeted with the announcement of the new pact last week, many sources do not believe that labor relations alone were responsible for McCardell's demise.

"Even though Archie had trouble with the union, I don't think he was ousted to appease the UAW," said the officer of one of IH's banks.

The bank official said the background of Menk and Karnes make it "obvious" their jobs are to regain credibility for the company while they are restructuring it.

"Harvester went to successful outsiders who have proven track records," the banker said. "It also is likely they will be able to look at the restructuring more objectively than some of the old-line management. They will not be queasy about paring off part of the business, like tractors, if they have to."

Continental Bank is the lead bank in a group of 200 lending institutions which late last year replaced short-term borrowings with $1.5 billion in term loans to IH and $2 billion to its International Harvester Credit Corp. unit, and committed $750 million in additional funds to purchase receivables from IHCC if needed.

• The age of the new top managers—Menk is 64, Lennox is 63 and Karnes is 71—led to speculation that the new team is a "short-term task force" with a specific set of goals to insure IH's survival. It also raised some questions about from where the next generation of top management will come—inside or outside.

While the election of the new leadership did seem to have a calming effect on some bankers and suppliers, the approval of the new UAW pact, which covers 20,000 active and 10,000 laid-off workers, was generally viewed as a very positive factor and an indication of a new "environment of cooperation."

The pact was approved by 64.2 percent of the vote. UAW vice president Stephen P. Yokich said the agreement will provide a "first-dollar" profit-sharing plan which will allow union members to begin sharing profits as soon as the company returns to black ink. It becomes effective Nov. 1.

Yokich also said the pact includes a job security provision with a $1 million operating budget to launch training, retraining and outplacement of workers.

Among the other provisions, Yokich announced, were a "revitalized" Supplemental Unemployment Benefits program, safeguards against outsourcing, protections on potential plant closings, a master recall list with company-wide seniority protection and improved Christmas pay eligibility.

Benefits received by the company included deferred cost of living adjustments, elimination of 15 vacation days and 11 paid personal holidays, deferred pension contributions, elimination of a three percent annual improvement factor for 1982 and 1983 plus elimination of the 13-week paid preretirement leave.

Horvath promoted

CORAL GABLES, Fla.—Robert J. Horvath, general sales manager for Cooper Oldsmobile for the past six years, has been named general manager of the dealership.

U. S. CAR SALES BY MARKETING UNITS

	April, 1982	April, 1981	4 Mos., 1982	4 Mos., 1981
Chevrolet	107,229	107,696	429,798	549,056
Ford	76,097	93,629	307,926	383,829
Oldsmobile	75,307	72,610	262,223	301,982
Buick	63,965	66,706	225,418	257,086
Toyota	40,964	51,366	167,117	217,098
Pontiac	40,542	41,454	164,435	190,866
Datsun	28,448	46,537	144,113	169,945
Plymouth	24,884	36,117	106,370	150,295
Honda	30,936	33,960	125,196	136,276
Dodge	24,306	35,042	106,995	142,589
Mercury	29,573	29,857	112,728	118,347
VW of America	20,623	27,860	72,516	105,489
Cadillac	20,488	21,200	74,090	72,736
AMC-Renault	12,878	17,615	41,981	63,456
Mazda	12,448	14,148	50,366	62,250
Subaru	11,667	12,509	49,319	51,476
Chrysler/Imperial	15,322	9,201	52,804	37,962
Volvo	7,374	6,836	27,385	24,202
Lincoln	8,145	5,393	28,109	22,793
Mercedes-Benz	5,869	5,882	20,864	21,080
BMW	4,234	3,702	15,788	12,583
Fiat	2,065	4,145	7,093	12,407
Jaguar-Rover-Triumph	933	2,518	2,778	7,467
Isuzu	1,020	1,881	4,467	2,684
Peugeot	1,270	1,652	4,701	5,363
Saab	1,534	1,463	5,462	5,061
DeLorean	157	.....	981	.....
Alfa Romeo	175	191	572	461
TOTAL	668,463	751,175	2,611,595	3,124,844

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

IMPORTED CAR SALES

	April, 1982	April, 1981	4 Mos., 1982	4 Mos., 1981
Alfa Romeo	175	191	572	461
Audi	3,823	4,239	14,899	15,321
BMW	4,234	3,702	15,788	12,588
Challenger	1,076	1,033	4,919	5,136
Champ	1,699	3,144	12,015	18,164
Colt	1,908	3,248	12,876	18,674
Datsun	28,448	46,537	144,113	169,945
DeLorean	157	.....	981	.....
Fiat	1,953	4,053	6,824	12,060
Fiesta	.....	5,072	.....	23,534
Honda	30,936	33,960	125,196	136,276
Isuzu	1,020	1,881	4,467	2,684
Jaguar	933	339	2,778	1,240
Lancia	112	92	269	347
Mazda	12,448	14,148	50,366	62,250
Mercedes-Benz	5,869	5,882	20,864	21,080
MG	.....	515	.....	1,690
Peugeot	1,270	1,652	4,701	5,363
Porsche	1,343	1,226	4,311	3,927
Renault	4,482	3,101	11,933	11,756
Rover	.....	79	.....	283
Saab	1,534	1,468	5,462	5,061
Sapporo	728	1,092	3,826	5,400
Subaru	11,667	12,509	49,319	51,476
Toyota	40,964	51,366	167,117	217,098
Triumph	.....	1,585	.....	4,254
Volkswagen	5,680	8,384	21,294	27,941
Volvo	7,374	6,836	27,385	24,202
TOTAL	169,833	217,334	712,275	858,211

Where Auto Market was in April

	Total Sales	Pct. of Total
SUBCOMPACT	103,491	15.48
COMPACT	120,065	17.96
INTERMEDIATE	154,686	23.14
STANDARD	80,870	12.10
LUXURY	39,518	5.91
IMPORT	169,833	25.41
TOTAL	668,463	100.00

Sales famine continues; April is down 11 pct.

Continued from Page 3

were down 6.08 percent, to 205,208 from 218,500. It was the lowest late-April total since 1961 when 166,398 units were tallied.

During the period, GM was up 1.67 percent, Ford dropped 4.40 percent, Chrysler plunged 34.15 percent, VWoA was down 23.95 percent and AMC was down an estimated 26.83 percent.

GM earned 63.25 percent of the late-month domestic market, Ford had 22.94 percent, Chrysler earned 10.01 percent, VWoA had 2.34 percent and AMC cornered 1.46 percent.

• For all but a few importers, April was a discouraging month for U. S. sales. Toyota reported a sales decline of 20.25 percent, Nissan was down 38.87 percent, Honda was down 8.90 percent, Mazda was down 12.02 percent and Subaru was off 6.73 percent.

It was the fourth consecutive monthly decline for imports this year.

Jaguar, however, had its best month ever in the U. S. and more than doubled its year-to-date sales compared with 1981. Saab reported record sales for April.

Imports accounted for 25.41 percent of the total market in April, down dramatically from 28.93 percent a year earlier. U. S. subcompacts held 15.48 percent, down from 15.68 percent. Compacts earned 17.96 percent, down from 19.62 percent. Intermediates took 23.14 percent, up from 20.10. Standard-size domestics represented 12.10 percent of the total, up from 10.54 percent, and luxury models had 5.91 percent, up from 5.13 percent.

DOMESTIC CAR SALES

	April 21 to April 30, 1982	Same Period, 1981	April, 1982	Same Month, 1981	Jan. 1 to April 30, 1982	Same Period, 1981
Spirit	.....	.....	1,970	3,698	7,131	14,284
Concord	.....	.....	3,051	6,347	9,794	20,513
Pacer	.....	.....	.....	16	.....	73
Eagle	.....	.....	3,375	4,453	13,123	16,830
AMERICAN MOTORS*	3,000†	4,100†	8,396	14,514	30,048	51,700
Horizon	1,232	2,456	3,759	6,423	18,602	30,838
TC3	1,161	2,166	3,159	5,390	13,512	18,861
Reliant/Volare	4,546	8,628	13,441	18,025	51,802	72,361
Plymouth	827	639	2,098	2,043	6,613	4,671
Total Plymouth	7,766	13,889	22,457	31,881	90,529	126,731
LeBaron	19	1,939	67	4,748	561	18,440
LeBaron K	2,993	.....	8,664	.....	28,536	.....
Cordoba	415	1,055	1,267	2,490	5,311	11,274
New Yorker	1,834	.....	5,041	.....	17,238	.....
Chrysler	.....	530	.....	1,422	.....	6,405
Total Chrysler	5,261	3,524	15,039	8,660	51,745	36,119
Total Imperial	102	229	283	541	1,059	1,843
Omni	1,160	2,023	3,243	5,496	15,350	23,762
024	1,158	1,975	3,366	4,792	14,500	16,168
Aries/Aspen	3,232	7,185	9,171	14,454	39,246	56,821
Dodge 400	690	.....	2,348	.....	8,651	.....
Diplomat	969	1,271	2,550	3,027	8,843	11,720
Mirada/Magnum	197	701	644	1,610	2,610	6,547
Dodge	.....	386	.....	1,382	.....	3,761
Total Dodge	7,406	13,541	21,322	30,761	89,200	118,779
CHRYSLER CORP.	20,535	31,183	59,101	71,843	232,533	283,472
Pinto	.....	318	.....	959	.....	8,149
EXP	1,372	2,423	3,546	5,955	15,640	5,955
Escort	10,892	10,804	27,839	27,473	115,178	107,856
Mustang	3,508	4,949	9,678	13,262	40,678	63,332
Fairmont	4,101	6,455	10,435	17,066	45,118	71,130
Granada	3,835	3,410	9,553	8,840	39,486	37,670
Thunderbird	1,510	2,099	3,785	4,737	13,779	29,099
Ford	4,758	4,131	11,261	10,265	38,047	37,104
Ford Division	29,976	34,589	76,097	88,557	307,926	360,295
Bobcat	.....	70	.....	187	.....	1,871
LN7	541	817	1,254	1,944	5,715	1,944
Lynx	4,016	3,911	8,853	10,121	35,037	34,809
Zephyr	1,839	1,697	3,399	4,307	14,864	20,206
Cougar/Monarch	2,509	1,411	4,813	3,258	17,769	14,573
XR-7	651	839	1,416	1,878	5,261	10,640
Capri	1,212	1,741	2,856	4,303	11,059	17,823
Mercury	2,748	1,569	6,982	3,859	23,023	16,481
Total Mercury	13,516	12,055	29,573	29,857	112,728	118,347
Cont./Versailles	555	.....	1,371	.....	9,118	.....
Lincoln	1,810	1,255	3,908	2,631	10,554	10,818
Mark VI	1,212	1,334	2,866	2,762	8,437	11,975
Total Lincoln	3,577	2,589	8,145	5,393	28,109	22,793
L-M Division	17,093	14,644	37,718	35,250	140,837	141,140
FORD MOTOR	47,069	49,233	113,815	123,807	448,763	501,435
Skyhawk	1,377	.....	3,223	.....	8,496	.....
Skylark	5,009	8,017	10,785	16,841	56,790	75,403
Century FD	3,314	.....	6,949	.....	26,748	.....
Regal Sedan	3,266	6,556	7,847	16,488	25,576	49,154
Regal Coupe	6,116	7,340	14,718	15,810	44,187	74,461
Le Sabre	4,505	3,409	10,490	7,567	31,934	25,511
Electra	2,354	2,388	5,507	5,313	17,796	17,711
Riviera	1,968	2,132	4,446	4,687	13,891	14,846
Buick Division	27,909	29,842	63,965	66,706	225,418	257,086
Cimarron	292	4	879	4	4,963	4
Seville	584	932	1,451	2,323	8,155	8,624
Cadillac	5,360	5,556	13,066	13,674	43,900	46,584
Eldorado	2,049	2,119	5,092	5,199	17,072	17,524
Cadillac Division	8,285	8,611	20,488	21,200	74,090	72,736
Chevette	7,176	10,057	16,202	23,531	84,300	156,535
Cavalier/Monza	3,431	232	8,235	775	44,002	12,265
Citation/Nova	5,364	8,464	11,836	19,487	78,317	117,211
Camaro	8,921	3,574	22,250	9,337	54,339	39,087
Celebrity	2,685	.....	5,969	.....	23,518	.....
Malibu	4,533	7,795	11,164	24,178	38,855	82,873
Monte Carlo	4,114	4,391	10,361	9,887	34,150	62,296
Chevrolet	8,083	6,972	18,745	17,261	64,073	66,969
Corvette	902	1,223	2,467	3,240	8,244	11,820
Chevrolet Division	45,209	42,708	107,229	107,696	429,798	549,056
Firenza/Starfire	1,001	.....	2,226	.....	6,381	.....
Omega	2,805	3,473	5,508	8,406	29,841	40,658
Cutlass Ciera	4,050	.....	8,536	.....	32,548	.....
Cutlass	.....	7,969	.....	19,945	.....	72,238
Supreme	12,041	8,105	27,856	18,124	96,979	98,104
Olds 88	7,824	6,203	18,756	14,957	56,357	50,999
Olds 98	3,495	3,193	8,736	7,693	28,830	27,674
Toronado	1,488	1,504	3,689	3,485	11,287	12,336
Oldsmobile Division	32,704	30,447	75,307	72,610	262,223	301,982
T-1000	1,248	2,546	3,222	5,668	21,006	5,914
J-2000/Sunbird	1,487	401	3,607	1,476	19,256	23,669
Phoenix	1,218	2,538	2,973	6,167	20,667	34,046
Firebird	3,961	1,577	11,307	4,852	33,232	22,313
6000	1,377	.....	3,368	.....	12,963	.....
Bonneville/LeMans	2,713	2,519	6,914	7,349	25,113	27,011
Grand Prix	3,552	3,540	8,758	8,534	28,964	47,505
Pontiac	131	2,930	393	7,408	3,234	30,408
Pontiac Division	15,687	16,051	40,542	41,454	164,435	190,866
GENERAL MOTORS	129,794	127,659	307,531	309,666	1,155,964	1,371,726
VOLKSWAGEN	4,810	6,325	9,787	14,011	32,012	58,300
DOMESTIC TOTAL	205,208	218,500	498,630	533,841	1,899,320	2,266,633
IMPORT TOTAL	.....	.....	169,833	217,334	712,275	858,211
INDUSTRY TOTAL	.....	.....	668,463	751,175	2,611,595	3,124,844

†—Estimate.
*—AMC does not issue a nameplate breakout for a 10-day periods.

And May schedule is slimmest since 1958

April car output lowest since 1961

By Patricia Hoffman
Staff Writer

Although domestic auto production last month was slightly higher than in March, the April total was the lowest for that month since 1961, and output for May is expected to be the lowest in 24 years.

Last month, the auto makers assembled 490,014 cars, down 24.99 percent from 653,306 in the comparable 1981 month, and the lowest for April since 447,343 in 1961.

For May, the makers are slating 522,513 cars, down 21.59 percent from last years' 666,389. The schedule is the lowest for May since 1958 when 349,613 units were assembled.

Of the six auto companies, only Checker Motors showed a gain in April, with 303 units, up from 55 built in the comparable 1981 month.

Volkswagen of America suffered the largest decline last month. It built 6,671 cars, a drop of 62.11 percent from 17,604 last year.

American Motors dropped 53.04 percent to 5,615 from 11,957; General Motors produced 291,388, down 26.80 percent from 398,073; Chrysler Corp., 62,389, down 25.32 percent from 83,540, and Ford Motor, 123,648, down 12.97 percent from 142,077.

The breakdown for May is expected to be: AMC, 5,400, down 54.99 percent from 11,998 last year; VWoA, 8,713, down 46.92 percent from 16,383; GM, 308,000, down 26.32 percent from 418,021; Chrysler, 65,000, down 13.12 percent from 74,816, and Ford, 135,000, down 6.83 percent from 144,890.

Checker plans 400 units, up from 281 last year.

Last week, production was targeted at 123,573 cars, down a fraction from 124,133 in the previous week, and down 14.10 percent from 143,849 in the comparable 1981 week.

So far this year, the auto makers have assembled 1,700,587 cars, down 29.64 percent from 2,416,967 in the same 1981 period.

Breakdown for the week by company is: GM, 62.03 percent; Ford, 25.53 percent; Chrysler, 8.66 percent; VWoA, 2.57 percent; AMC, 1.13 percent and Checker Motors, 0.08 percent.

GM's Janesville and Oklahoma City facilities remained idle last week for model changeover.

Ford's St. Louis and San Jose points were down last week for inventory adjustment.

VWoA's Westmoreland plant resumed production last week after a two-week shutdown to control inventory.

Saturday overtime was scheduled last week at GM's Van Nuys plant.

Also at GM, second-shift operations will resume at two assembly plants June 1. The GM Kansas City facility will resume the second shift on Buick LeSabre, Chevrolet Caprice and Oldsmobile 88 resulting in approximately 2,000 workers returning from indefinite layoff.

GM's Lansing plant will call back the second shift on the Oldsmobile Cutlass and Cutlass Supreme. About 2,200 workers will be returning to work at Oldsmobile and the companion Fisher Body plant.

11 states face loss of U.S. funds for inspection lag

WASHINGTON. — The EPA has warned 11 states that they may lose federal air quality planning funds for failing to adopt vehicle inspection and maintenance programs as required by the Clean Air Act.

The Clean Air Act requires implementation of I&M programs in urban areas if national ambient air quality standards for ozone and/or carbon monoxide cannot be met by the end of 1982.

EPA said North Carolina, Nevada, Michigan and Missouri missed the Dec. 31, 1981, deadline for fully implementing a decentralized service station emissions testing program.

Seven other states — Kentucky, Illinois, Indiana, Texas, Tennessee, Ohio and Wisconsin —were cited for apparent failure to implement certain critical commitments made in their state air cleanup plans necessary to have a state-operated, centralized emissions testing program in operation by Dec. 31, 1982. States planning centralized programs have an additional year to implement them.

The metropolitan areas where I&M programs are required are Charlotte, N. C.; Las Vegas; Reno; Detroit; St. Louis; East St. Louis; Louisville; Louisville suburbs in Indiana; Chicago; Chicago metropolitan suburbs; Houston; Nashville; Cleveland; Cincinnati and Milwaukee.

GMAC appoints Dann

DETROIT. — Robert C. Dann has been promoted to director of GMAC bank relations here. He had been regional finance manager in Philadelphia.

Truck production for April tops 1981 by 17 pct.

Overtime schedules are starting to pay off as domestic truck production in April rose substantially over the year-ago month. The makers are looking at another production gain in May.

Truck production last month totaled 184,990 units, up 17.88 percent from 156,934 in April of 1981. It was the most for that month since 256,090 trucks were completed in 1979.

The makers are slating 193,675 units for May, up 23.38 percent from 156,979 in the comparable 1981 month.

Last week, the truck manufacturers scheduled 43,501 units, down 5.43 percent from 46,000 the previous week, but up 19.50 percent from 36,402 in the comparable week last year.

So far this year, the makers have assembled 679,897 trucks, up 6.41 percent from 636,326 in the same 1981 period.

General Motors' Janesville and St. Louis truck points both worked last Saturday.

Chrysler Corp.'s Warren facility operated on a daily nine-hour shift last week. It was the 10th consecutive week of overtime at the plant.

GM's Pontiac (heavy-duty truck and coach) point is scheduled to resume production today (May 10) after a two-week partial shutdown to control overstocked inventories.

April production of cars, trucks dips in Canada

The Canadian auto makers produced 86,953 cars in April, down 7.78 percent from 94,293 in the comparable 1981 period, but higher than the 75,977 built in April, 1980.

Last week's auto production was targeted at 21,090 units, up a fraction from 20,999 in the previous week but down 9.47 percent from 23,296 in the comparable 1981 week.

So far this year, 313,182 cars have been assembled, a 2.07 percent gain from 306,816 units built this time last year.

Truck production last month totaled 52,110 units, down 16.31 percent from 62,266 in April, 1981.

Last week, the makers scheduled 12,939 trucks, up 2.27 percent from the previous week's 12,652, but down 3.89 percent from 13,463 in the comparable period last year.

Year-to-date, the truck manufacturers have finished 186,188 units, down 8.69 percent from 203,906 in the same 1981 period.

General Motors' Oshawa (No. Two) and Ste. Therese car facilities continued on one-shift operations last week (May 3).

Ford Motor's St. Thomas car point operated two nine-hour shifts Monday through Thursday last week, returning to regular eight-hour operations on Friday. It was the fourth consecutive week of overtime there.

GM's Oshawa (No. One) plant will operate Saturday (May 15). The facility is expected to resume a normal five-day schedule next week with overtime aagin slated for Saturday, May 29.

U. S. CAR PRODUCTION

	Week Ended May 8, 1982	Week Ended May 9, 1981	Week Ended May 1, 1982	April Total	Jan. 1 to May 9, 1981	Jan. 1 to May 8, 1982
AMERICAN MOTORS	1,400*	2,700*	1,400*	5,615	37,854*	20,350*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	10,700	18,284	15,666	62,389	297,660	210,017
Plymouth Total	4,300	10,578	6,993	26,597	149,177	88,591
Horizon	.....	4,271	2,632	9,477	56,605	26,511
Reliant	4,300	6,307	4,361	17,120	82,985	62,080
Caravelle	.....	.....	.....	.....	2,139	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	2,900	.....	2,835	11,620	22,098	40,040
LeBaron	2,906	.....	2,835	11,620	17,236	40,040
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	3,500	7,706	5,838	24,172	126,385	81,386
Omni	.....	3,437	2,334	8,430	42,888	24,616
Aries	2,900	4,269	2,943	13,080	67,171	46,042
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	600	.....	561	2,662	.....	10,728
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	31,552	32,730	33,071	123,648	506,890	367,062
Ford Division	21,534	22,008	21,769	81,512	350,863	230,434
Escort	9,570	6,869	8,025	32,226	136,636	100,771
Fairmont	3,485	6,170	3,571	14,327	73,193	36,935
Must./Must. II	4,098	4,123	3,801	15,116	54,682	42,372
Granada	2,876	213	3,584	13,760	27,177	35,353
Thunderbird	1,265	2,196	2,549	5,260	25,915	12,605
Ford	.....	2,437	.....	.....	31,260	.....
EXP	240	.....	239	823	.....	2,398
L-M Division	10,018	10,722	11,302	42,136	156,027	136,628
Mercury Total	7,625	8,672	9,216	33,796	132,885	101,322
Lynx	2,616	2,309	2,741	10,325	47,886	30,432
Capri	782	1,980	755	3,476	17,216	10,475
Zephyr	852	1,882	1,075	4,240	20,162	11,391
Cougar	1,132	140	1,721	6,505	13,265	17,702
XR-7	348	1,048	716	1,554	10,723	3,985
Mercury	1,844	1,313	2,131	7,355	23,633	26,692
LN7	51	.....	77	341	.....	645
Lincoln Total	2,393	2,050	2,086	8,340	23,142	35,306
Continental ('82)	478	.....	418	1,669	.....	-7,591
Lincoln	1,192	1,025	1,047	4,066	11,120	15,096
Mark VI	723	1,025	621	2,603	12,022	12,619
GENERAL MOTORS	76,651	85,664	73,896	291,388	1,502,984	1,067,787
Buick Division	18,059	20,889	17,900	66,164	348,073	252,051
Skylark	3,190	5,600	2,948	12,452	95,231	45,854
Skyhawk J	3,775	.....	3,726	7,447	.....	29,922
Century	2,319	2,901	2,279	9,643	69,142	43,016
Regal	4,555	7,153	4,558	18,868	99,826	64,879
Buick	3,200	3,875	3,394	13,719	61,865	56,450
Riviera	1,020	1,360	994	4,035	22,009	11,930
Cadillac Division	5,340	4,261	5,759	23,752	105,742	86,534
Cimarron	.....	197	.....	.....	337	1,401
Seville	580	464	617	2,521	11,377	8,943
Eldorado	1,160	1,480	1,549	6,304	24,348	22,949
Cadillac	3,600	2,120	3,593	14,927	69,680	53,241
Chevrolet Division	26,060	31,557	24,978	105,293	528,684	324,796
Chevette	5,905	6,112	5,882	26,622	117,748	70,242
Cavalier	1,520	1,817	1,365	4,795	5,704	32,416
Celebrity	2,640	.....	2,661	7,635	.....	22,083
Camaro	5,810	2,644	5,123	22,254	47,769	77,222
Citation	4,090	7,293	3,779	18,304	133,946	52,260
Malibu	3,280	6,528	3,352	13,940	100,201	33,490
Monte Carlo	1,765	3,145	1,757	7,260	50,511	19,226
Chevrolet	450	3,698	453	1,945	61,137	7,306
Corvette	600	320	606	2,538	11,668	10,551
Oldsmobile Division	14,045	15,290	13,986	55,008	357,276	269,143
Omega	1,775	2,677	1,815	7,061	57,471	29,975
Firenza	1,025	.....	1,068	3,135	.....	25,613
Cutlass	2,400	11,775	2,476	9,164	172,367	66,679
Cutlass/Ciera	2,585	.....	2,549	10,751	.....	41,442
Oldsmobile	5,420	.....	5,522	22,625	108,537	93,471
Toronado	840	838	556	2,272	18,901	11,963
Pontiac Divlsion	13,147	13,667	11,273	41,171	163,209	135,263
Acadiant	670	378	672	2,292	8,399	4,804
J2000	1,200	1,542	1,314	3,871	5,979	9,103
T1000	1,565	2,300	942	2,715	20,397	6,286
Firebird	3,887	1,945	2,351	12,202	20,043	43,031
Phoenix	1,535	2,999	1,184	4,310	43,805	12,203
Grand Prix	1,640	2,672	1,625	6,612	36,839	26,723
Bonneville ('82)	1,640	.....	1,665	6,635	.....	26,671
A6000	1,010	.....	1,020	2,534	.....	6,442
LeMans	.....	1,440	.....	.....	22,346	.....
Pontiac	.....	391	.....	.....	5,401	.....
VOLKSWAGEN	3,170	4,371	.....	6,671	70,846	34,108
CHECKER	100*	100*	100*	303	733*	1,263
Total Cars, U. S.	123,573	143,849	124,133	490,014	2,416,967	1,700,587

CANADIAN CAR PRODUCTION

	Week Ended May 8, 1982	Week Ended May 9, 1981	Week Ended May 1, 1982	April Total	Jan. 1 to May 9, 1981	Jan. 1 to May 8, 1982
AMERICAN MOTORS	600	730	600	2,435	11,363	9,600
CHRYSLER CORP.	3,440	1,862	3,503	14,203	12,348	59,722
FORD MOTOR	9,040	7,284	5,792	36,940	72,610	104,983
GENERAL MOTORS	7,785	13,173	7,871	32,430	206,614	134,995
VOLVO	225	247	225	945	3,881	3,882
Total Cars, Canada	21,090	23,296	20,999	86,953	306,816	313,182
N. American Cars	144,663	167,145	145,132	576,967	2,723,783	2,013,769
N. American Trucks	56,440	49,865	58,652	237,100	840,232	866,085
North American Cars and Trucks	201,103	217,010	203,784	814,067	3,564,015	2,879,854

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended May 8, 1982	Week Ended May 9, 1981	Week Ended May 1, 1982	April Total	Jan. 1 to May 9, 1981	Jan. 1 to May 8, 1982
CHEVROLET	16,790	11,228	13,841	58,854	208,650	232,313
DODGE	2,800	2,471	2,659	12,098	32,348	45,785
FORD	14,327	14,399	19,374	72,802	227,092	238,883
GMC	5,339	3,986	5,913	23,478	70,270	85,824
INTERNATIONAL	745	336	1,163	4,499	25,748	18,096
VOLKSWAGEN	450	1,082	.....	1,039	17,297	6,226
JEEP	2,000*	1,500*	2,000*	8,020	31,986*	29,990
AM GENERAL	50*	90*	50*	200*	1,535*	780*
MISCELLANEOUS	1,000*	1,400*	1,000*	4,000*	21,400*	22,000*
Total Trucks, U. S.	43,501	36,402	46,000	184,990	636,326	679,897

CANADIAN TRUCK PRODUCTION

	Week Ended May 8, 1982	Week Ended May 9, 1981	Week Ended May 1, 1982	April Total	Jan. 1 to May 9, 1981	Jan. 1 to May 8, 1982
CHRYSLER CORP.	2,543	2,071	2,675	9,585	25,646	35,851
FORD MOTOR	3,738	4,503	2,984	13,793	61,863	46,564
GENERAL MOTORS	6,388	6,642	6,721	27,658	111,875	99,358
INTERNATIONAL	270	247	272	1,074	4,522	4,415
Total Trucks, Canada	12,939	13,463	12,652	52,110	203,906	186,188
N. American Trucks	56,440	49,865	58,652	237,100	840,232	866,085

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.